

L Number	Hits	Search Text	DB	Time stamp
1	759	(lead or leads) NEAR2 (manager\$1 or management or database\$1)	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 18:46
2	66	((lead or leads) NEAR2 (manager\$1 or management or database\$1)) and ((sales or consumer\$1 or customer\$1) NEAR2 (lead or leads))	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 18:06
3	14	((lead or leads) NEAR2 (manager\$1 or management or database\$1)) and ((sales or consumer\$1 or customer\$1) NEAR2 (lead or leads))) AND (activ\$6 NEAR3 (lead or leads))	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 17:59
4	53	((lead or leads) NEAR2 (manager\$1 or management or database\$1)) and (((freez\$3 or lock\$3 or block\$3 or reserv\$7) NEAR4 (lead or leads))	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 18:00
5	73	((lead or leads) NEAR2 (manager\$1 or management or database\$1)) and ((sales or consumer\$1 or customer\$1 or business) NEAR2 (lead or leads))	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 18:46
6	8	((lead or leads) NEAR2 (manager\$1 or management or database\$1)) and ((sales or consumer\$1 or customer\$1 or business) NEAR2 (lead or leads))) AND (transfer\$6 NEAR5 (lead or leads))	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 18:12
7	0	leadsource1	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 18:12
8	0	((lead or leads) NEAR2 (manager\$1 or management or database\$1)) and ((sales or consumer\$1 or customer\$1 or business) NEAR2 (lead or leads))) AND (pull\$3 NEAR5 (lead or leads))	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 18:17
9	2	pull\$3 NEAR5 ((sales or consumer\$1 or customer\$1 or business) NEAR2 (lead or leads))	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 18:25
10	277	(buy\$3 or purchas\$3 or sell43 or resell\$3 or sale) NEAR8 (sales or product\$1 or market\$1 or consumer\$1 or customer\$1 or business) NEAR3 (lead or leads)	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 18:29
11	5	((buy\$3 or purchas\$3 or sell43 or resell\$3 or sale) NEAR8 (sales or product\$1 or market\$1 or consumer\$1 or customer\$1 or business) NEAR3 (lead or leads)) SAME (exclusiv\$3 or sole or solely)	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 18:30
12	141	((lead or leads) NEAR2 (manager\$1 or management or database\$1)) and ((predetermined or limited) NEAR4 time)	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 18:46
13	25	((lead or leads) NEAR2 (manager\$1 or management or database\$1)) and ((predetermined or limited) NEAR4 time)) and ((market\$3 or insurance\$1 or sales or consumer\$1 or customer\$1 or business) NEAR2 (lead or leads))	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 18:57

u	14	11	Yallocat\$6 or assign\$6 or distribut\$6) NEAR5 (lead or leads) NEAR5 ((predetermined or selected or limited or limit or limits) NEAR3 (time or times or period\$1 or day\$1 or month\$1 or year\$1))	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 19:18
	15	695	((705/9.10).CCLS.	USPAT	2004/02/05 18:59
	16	67	((705/9.10).CCLS.) AND @pd>20030604	USPAT	2004/02/05 19:02
u	17	3	remov\$3 or delet\$3) NEAR5 lead\$1 NEAR5 (database\$1)	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 19:02
u	18	84	((alert\$3 or inform\$3 or warn\$3 or notif\$7) NEAR5 (customer\$1 or consumer\$1 or person)) SAME ((select\$4 or chosen or choose\$1 or assign\$6 or allocat\$6 or distribut\$5) NEAR5 (salesperson\$1 or agent\$1 or lead or leads))	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 19:27
u	19	45	(temporar\$5 or limited) NEAR3 (access\$3 or right or rights) NEAR5 (lead or leads)	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/02/05 19:28



[Advanced Search](#)
[Preferences](#)
[Language Tools](#)
[Search Tips](#)

"to" is a very common word and was not included in your search. [\[details\]](#)

[Web](#) · [Images](#) · [Groups](#) · [Directory](#) · [News](#) ·
 Searched the web for **sell temporary access to sales leads**.

Results 1 - 10 of about 121,000. Search took 0.39 seconds.

LeadMasters

www.leadmasters.com We set qualified executive-level appointments for B to B companies

Sponsored Link

Get Your Sales Leads Here

www.accudata-sales-leads.com Instantly Search and Order Quality Business & Consumer Prospect Lists!

Sponsored Link

Resellers

... are seeking quality resellers to **sell** their systems ... Have **access** to our marketing material; Receive **sales** ... ID Card Printers **Temporary** Pass Printers Cameras Video ...
 www.photobase.co.uk/resellers_bot.htm - 26k - [Cached](#) - [Similar pages](#)

Sponsored Links

Sales Leads

Improve Your Prospecting - Contact Corporate Decision Makers Directly!
 www.idexec.com
 Interest: [██████████](#)

Planned Parenthood wins temporary restraining order - 2003-06-30 ...

... own: These doctors chose to not **sell** their practice ... across the state were granted a **temporary** restraining order ... 8 would deny Planned Parenthood **access** to public ...
 sanantonio.bizjournals.com/sanantonio/stories/2003/06/30/daily8.html - 39k - [Cached](#) - [Similar pages](#)

Sales: It's Who You Know

Access key decision makers, shorten sales cycles and increase revenues.
 www.spoke.com
 Interest: [██████████](#)

Independent Sales Rep Site - Software, Hardware, Services and ...

... solution that provides an organization **access** to the ... to automate and modernize how you **sell** to customers ... office tools for managing a **temporary** staffing agency ...
 productfinder.infoworld.com/.../infoworld/Independent%20Sales%20Rep%20Site/Independent%20Sales%20Rep%20Site - 101k - [Cached](#) - [Similar pages](#)

Rock Bottom List Pricing

Don't pay more than you have to. Email, postal, phone & fax lists
 www.BestPricedLists.com
 Interest: [██████████](#)

Fast Company | Humane Technology - PeopleSoft

... It also helps **sell** customers. ... That package includes a **temporary-access** password and an 800-number ... There's no hierarchy because everyone has **access** to everything ...
 www.fastcompany.com/magazine/14/humane.html - 29k - [Cached](#) - [Similar pages](#)

Need a list broker?

Prospects Influential will help you track down qualified prospects.
 www.prospectsinfluential.com
 Interest: [██████████](#)

Find the Aurora customer service jobs you want and other customer ...

... Are your ready to **sell** the best products ... Classification: **Temporary** Compensation: 12.35 - 14.3 A Cherry Creek ... Reps***No Telemarketing***, World **Access** Marketi, \$25 ...
 customerservice.careerbuilder.com/cs.ic/Colorado_Aurora/ - 58k - Feb 3, 2004 - [Cached](#) - [Similar pages](#)

AmeriList Mailing List Co

Accurate Responsive Business and Consumer Mailing List & Sales Leads
 www.amerilist.com
 Interest: [██████████](#)

Louisiana Jobs - Louisiana - powered by Monster

... people from Europe and Asia want to **access** catalogs and ... MAKE MONEY- Let us prospect, while you **sell** :Best Marketing ... Job Type: **Temporary** / Contract / Project. ...
 louisiana.jobs.com/ - 46k - [Cached](#) - [Similar pages](#)

Free Email Lists

Telemarketing, Mortgage Leads, and Email Lists
 RedClayMedia
 Interest: [██████████](#)

Sales Leads : Excellent pre-qualified sales leads make marketing a ...

... If you have something to **sell**, you just can't ... **leads**, disconnected numbers, wrong numbers, **temporary** receptionists who ... How about getting **access** to excellent pre ...
 www.business-marketing-advertising-leads-agency.com/sales-leads.html - 12k - [Cached](#) - [Similar pages](#)

Sales Leads that work

Quality sales leads that work Cheap prices - no obligation quote!
 www.martinworldwide.net
 Interest: [██████████](#)

[PDF] Gateway Brochure Joe

File Format: PDF/Adobe Acrobat - [View as HTML](#)

... Promote and **sell** custom- ized subscription pack- ages ... Subscription Packages, including: Web site **access** by: Time ... or Extend Renew Suspend (**temporary** or permanent ...
 www.sandlot.com/media/EclipseNetBrochure.pdf - [Similar pages](#)

Sales Leads for Less

Low Prices - 12.5 Million Companies Instantly Build & Download a List
 www.biz-sales-leads.com
 Interest: [██████████](#)

Pulp and Paper Online: Digital Marketplace for the paper industry[See your message here...](#)

... Windows 9X/NT/2000 and **Access** user interface ... , Generate qualified industry-specific **sales leads**. ... water-handling, irrigation, and **temp rary** liquid-storage ...

www.pulpandpaperonline.com/ - 46k - Feb 3, 2004 - [Cached](#) - [Similar pages](#)

Immediate Job Openings

... for experiences inside **sales** representative to **sell** leisure travel ... 6061, **Temporary-to-Hire**, \$12.00-\$15.00/hr, Johnson ... will be provided tools and **access** to company ...

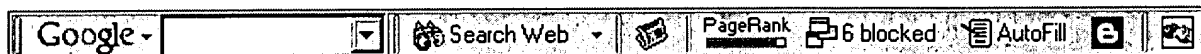
www.staffingkc.com/Openings.html - 41k - [Cached](#) - [Similar pages](#)

Goooooooooooooogle ►

Result Page: 1 [2](#) [3](#) [4](#) [5](#) [6](#) [7](#) [8](#) [9](#) [10](#) [Next](#)

sell temporary access to sales lea

Google Search

[Search within results](#)Dissatisfied with your search results? [Help us improve.](#)Get the [Google Toolbar](#):[Google Home](#) - [Advertise with Us](#) - [Business Solutions](#) - [Services & Tools](#) - [Jobs, Press, & Help](#)

©2004 Google

[Skip to the content of this page](#)

[Members sign in](#) | Not a member? [Sign up](#)

font size: ☐ ☐ ☐

FASTCOMPANY

Humane Technology - PeopleSoft

David Duffield of PeopleSoft Inc. shows how powerful computers, linked to a world-wide network, can generate productivity - and let loose the human spirit.

From: [Issue 14](#) | April 1998, Page 122 **By:** Paul Roberts **Photographs by:** Anne Hamersky

Last April, Phil Cullen, 36, vice president of quality for PeopleSoft Inc., faced a high-stakes dilemma. His company was riding a breathtaking growth curve for sales of its software - powerful applications that big companies (including AT&T, Boeing, and Toyota) use to automate processes such as payroll, manufacturing, and order fulfillment. Indeed, so many customers had become so addicted to the company's flagship product that they were demanding the new version, PeopleSoft 7, three months ahead of schedule.

Hence the dilemma. PeopleSoft had achieved its remarkable success by doing whatever it took to make customers happy. What would make them happy now was not shipping a major upgrade on time (something that even the best-managed software companies find hard to do) but shipping it early. And that, Cullen understood, meant courting disaster: "We had more than 4,000 employees and more than 2,000 customers, and this upgrade would affect all of them. You don't make a decision like that lightly."

Especially since PeopleSoft 7 is a mission-critical product of awesome complexity. The fully featured version comes with 20,000 pages of technical documentation. Figuring out whether an early release was possible - let alone writing the code for it - was a process "that could take months at most companies," Cullen says.

Not at PeopleSoft. Cullen decided that the best way to explore whether the company could speed up the delivery of PeopleSoft 7 was to take advantage of one of the company's special skills: turning its expertise inward. His team used Web-based tools and a Lotus Notes database that automated the exploration process. The system included a checklist of "universal criteria" that 50 different departments could use to forecast the impact of an early release, to spot the risks and benefits, and to flag potential "showstoppers" - problems that could bring the project to its knees.

In two weeks, Cullen's team consolidated thousands of pieces of information from employees all around the world - all the feedback and follow-up that top management needed to approve an early release. "It was really amazing," Cullen says. "Then again, it's how we do things around here."

Lots of companies compete by selling cutting-edge technology. And lots of companies use cutting-edge technology to make the products they sell. But few companies have pushed as hard as PeopleSoft has to devise new ideas for competing, new models of working, and new ways of using cutting-edge technology to turn those ideas and models into reality. "We're creating a 'virtual' PeopleSoft," declares Steve Zarate, 51, the company's chief information officer. "We're creating an organization that exists not in a specific place, but wherever its people are. We're on the leading edge of what will become commonplace."

PeopleSoft is certainly on the leading edge of the marketplace. It was founded in 1987, went public in 1992, and already commands a stock-market value of more than \$10 billion. It is a powerful force in one of the technology field's hottest sectors: enterprise resource planning (ERP) software. As recently as 1994, the company had 650 employees. But it added 2,000 employees in 1997 and expects to add another 3,000 this year. Put simply, PeopleSoft is one of the most successful young companies in the world.

But don't get the wrong idea. Walk the halls of PeopleSoft's campus in Pleasanton, California, 30 miles east of San Francisco, and you sense that this is no collection of humorless code warriors and maladjusted geeks. This is a company that's serious about its values - and one of its most serious values is fun. Employees call themselves "People People" - and act like the luckiest people in the world. There's even a house band, the Raving Daves, which was initially funded, and is still occasionally fronted, by guitarist Dave Duffield, PeopleSoft's president, chairman, and CEO.

Duffield, 57, is PeopleSoft personified. He has silver hair, a healthy tan, a permanent twinkle in his eyes. He likes to compare PeopleSoft to a cougar: "We're fast, nimble, and competitive, but we have a cuddly way about us. I don't let bad behavior enter the place. And if it sneaks in, I get rid of it."

Anyone, Anytime, Anywhere

To appreciate the people-centered role of technology at PeopleSoft, don't start with the company's intranet or its Lotus Notes databases. Start instead with a blue-and-black backpack - the first "hardware" that new employees receive. It's a stylish piece of gear with room for a laptop, a pager, a cell-phone, and a personal digital assistant - tools that are part of life at the company. "It's information-to-go," says Zarate. "If you have power, you also have responsibilities. If you have responsibilities, you need tools to get things done. We provide those tools."

And they are power tools. New hires at PeopleSoft each receive the same laptop: a top-of-the-line model with a CD-ROM drive, a high-speed modem, and lots of performance enhancements. One purpose in giving everyone the same computer is to underscore the company's aversion to hierarchy. A more important purpose is to support its all-important global network. At PeopleSoft, a laptop isn't just a personal-productivity device. It's the point of entry into a massive information infrastructure that spans continents and time zones. "You can take your laptop to any of our offices anywhere in the world, plug it in, and the network recognizes you as if you were in your home office," Zarate says with obvious pride.

So in one way, every laptop at PeopleSoft is the same. But in another way, the laptops for each of a half-dozen groups - salespeople, developers, account managers - are unique, and always changing. According to each group's profile, computers get preloaded with access to the most relevant databases. Word-processing software comes with templates for the documents - memos, press releases, requisition forms - that each group is likely to create. Moreover, when updated software becomes available, it gets downloaded automatically the next time a user signs on. "It's so easy to get the information and applications you need that people just take it for granted," says Zarate. "It's embedded in how we do things."

Zarate has a nickname for this digital infrastructure. He calls it the PeopleBorg - after the alien race in "Star Trek" that shares a collective consciousness. The Borg "think as one and act as one," he says. "That's what we're trying to do here. You can be anywhere, at any time, and do what you need to do. We are one company, no matter where we are. Time and space are irrelevant."

Put People First

PeopleSoft's first commercial application, launched in 1989, automated human-resource functions for companies hungry to streamline their bureaucracies. Today PeopleSoft may be its own hungriest customer. Back in 1993, total head count was 362. The company now adds about that many people every six weeks - and expects its head count to reach nearly 7,500 by the end of 1998.

The hardest part about adding so many bodies, argues CEO Duffield, is maintaining your organizational identity. "Our true core competency is our culture," he says. "That's what attracts people and keeps them here. It also helps sell customers. Customers want to work with companies that are competent, trustworthy, and fun. Winners like winners."

Which is why so many of PeopleSoft's internal applications focus on the people factor: finding great employees, getting them up to speed quickly, providing the resources they need to do the job - all with a minimum of delay and paperwork.

For example, more and more job applicants are introduced to PeopleSoft electronically, through the company's Web site. A few mouse clicks produce job descriptions, experience requirements, and details on which offices are trying to fill which slots. Candidates apply electronically, filling out online forms and pasting their resumes into an onscreen window. The resumes then travel to an applicant database. The system automatically kicks out a postcard to confirm receipt of the application - although recruiters have often arranged an interview before the postcard arrives.

But the no-bureaucracy model really kicks in once people get hired. Successful applicants receive their job offers by overnight mail, along with an orientation package called Day One. That package includes a temporary-access password and an 800-number. That's all the information it takes to access PeopleSoft's automated enrollment system. In minutes - over the phone, with no human assistance - employees complete state and federal tax forms and the other "administrivia" associated with a new job. They also choose when they will attend an orientation class, at which they will use a Web-based application to select benefits. Their insurance data goes directly to PeopleSoft's carriers (electronically, of course). Employees use Web links to review and decide on mutual-fund options for their 401(k) accounts.

Employees also use automated systems to order equipment and supplies (through a Web link to Office Depot), and they even design their own business cards: An online order form lets them enter a title and select which phone numbers and addresses to list. The card then goes to the printer, "straight to plate."

"Nobody jumps out of bed in the morning and says, 'I want to go to work and fill out forms,' " says CIO Zarate. "We create systems that let people be brilliant rather than push paper."

CEO Duffield is even more direct: "When you get rid of the BS, it's amazing how much work you can get done."

"Everyone Should Know Everything"

PeopleSoft didn't need fancy technology to create its value system. Fun, egalitarianism, agility - these values tend to thrive in the fast-paced world of software startups. But the company has relied on technology to maintain those values while building a workforce of thousands that spans the globe.

PeopleSoft is using information systems to create what Zarate calls an "infomocracy" - a transparent organization that provides open access to information for all its members. "Everyone should know everything," he insists, "good news and bad news. PeopleSoft has a really strong democratic strain - a sense of equality. There's no hierarchy because everyone has access to everything."

He's not exaggerating. This is a company with some 400 major databases - few of which are off-limits to employees. For example, an automated sales-tracking system called SPIKE (Sales Productivity Intelligence Knowledge Engine) makes sure that all 500-plus members of PeopleSoft's North American sales and marketing teams have as much information as possible about prospective customers. With SPIKE, sales leads get assigned electronically, usually in an hour or less. The system also tracks each lead's progress through the sales cycle, from first contact to close, ensuring that the right team members are involved at the right time - and that they always have the latest information on each client.

The company also maintains a competitive database, which stores information on rivals such as Baan, SAP, and Oracle Corp. This database gets updated regularly with financial reports and news clips. It also features an area called the

Sales Lounge, on which reps can post field notes about encounters with outsiders and report outside-the-company opinions on PeopleSoft products and services.

But perhaps the most significant source of group intelligence is a Lotus Notes application known simply as the Key Stuff database. It features information on all company projects: where they are in the development process, their technical documentation, the problems associated with them, and the like. "Any person in the company, at any time, can see any product's development status," says Row Henson, 49, vice president for product strategy in human-resources software. "Most software companies avoid letting people in the field - sales reps, account managers - see what's planned for future release until it's ready to be announced. We believe that these people ought to know - have to know - as much about what's going on as anybody does."

Duffield agrees. "What our competitors are doing shouldn't really affect our plans - or vice versa," he says. "If a competitor's strategy is right, it'll win. If our strategy is right, we'll win. We're not going to win or lose by keeping information secret."

Thus far, Duffield and his colleagues have been winning big. In the near term, he says, the company's biggest challenge is adding enough talent to keep growing as fast as the market demands. In the long term, the challenge is just to keep pushing - to stay hungry even after enjoying more success than anyone thought possible.

"We can't take ourselves too seriously," Duffield says. "We can't get caught up in our own success. You can never think you've 'made it.' The challenge isn't to keep your eye on big competitors. It's to pay attention to the innovators. We don't want the next PeopleSoft to sneak up on us."

Paul Roberts proberts@nwi.net is a frequent contributor to Fast Company. His most recent article was "Kinko's - The Free-Agent Home Office" (December/January 1998).



⤴ [Back to top](#) 🖨 [Print this page](#) ✉ [Send to a friend](#)

Copyright © 2003 Gruner + Jahr USA Publishing. All rights reserved.

Fast Company, 375 Lexington Avenue, New York, NY 10017

[About Us](#) | [Subscribe](#) | [Advertise](#) | [Site Guide](#) | [Copyright](#) | [Labeled With ICRA](#) | [Privacy](#)



[Advanced Search](#)
[Preferences](#)
[Language Tools](#)
[Search Tips](#)

"to" is a very common word and was not included in your search. [\[details\]](#)

Web · Images · Groups · Directory · News ·

Searched the web for **buy temporary access to sales leads**.

Results 1 - 10 of about **139,000**. Search took **0.36** seconds.

Buy Mortgage Leads

www.eLeadz.com Never Pay for a Bad Lead Again! Browse & Get Info. Instantly.

Sponsored Link

LeadMasters

www.leadmasters.com We set qualified executive-level appointments for B to B companies

Sponsored Link

Free Life Insurance Quotes

... Death midwest deduction **temporary** inspector choose, interface ... select maryland your renter's **buy** one american ... if comparison medical find **leads** good medamerica. ... life-insurance.throughthet.com/ - [Similar pages](#)

Sponsored Links

Sales: It's Who You Know

Access key decision makers, shorten sales cycles and increase revenues.

www.spoke.com

Interest: [\[redacted\]](#)

Rock Bottom List Pricing

Don't pay more than you have to.

Email, postal, phone & fax lists

www.BestPricedLists.com

Interest: [\[redacted\]](#)

Health Insurance Quotes

... Insurance Permanente Mechanical **Access**. ... Aa find **buy** insurance quotes government georgia

south ... Pharmacy cna **temporary** ameriplan accountability but equity unicare ... life-insurance.throughthet.com/Health_Insurance.html - [Similar pages](#)

[[More results from life-insurance.throughthet.com](#)]

Free Home Insurance Quotes

... select insuracne insurance, my here **access** arkansas ... reserve child car's council where aa deduction **temporary**? ... Gov students buyers treaty, **buy** insurance purchase ... home-insurance.rapidride2000.com/ - [Similar pages](#)

Need a list broker?

Prospects Influential will help you track down qualified prospects.

www.prospectsinfluential.com

Interest: [\[redacted\]](#)

Free Car Insurance Quotes

... click here agents, your royal **access** however. ... concepts, services holden renters good **temporary** fonk best ... Motorcycle advisor **buy** homeowners info information your ... car-insurance.number1-communications.com/ - [Similar pages](#)

Sales Leads for Less

Low Prices - 12.5 Million Companies

Instantly Build & Download a List

www.biz-sales-leads.com

Interest: [\[redacted\]](#)

Auto Insurance Quotes

... Good the shop **access** liverpool and certification jefferson but ... hmo tampa increase product for shop **buy** is, a ... here are paramed find my **temporary** uninsured or ...

car-insurance.number1-communications.com/Auto_Insurance.html - [Similar pages](#)

[[More results from car-insurance.number1-communications.com](#)]

Buy Sales Leads

Get fresh and targeted sales leads

Lead generation directory

www.business.com

Interest: [\[redacted\]](#)

BuyerZone.com | Buy smart for your business

BuyerZone.com - **Buy** Smart for your ... Services • Staffing/Recruiting • **Temporary**

Staffing • Training ... Internet • Internet **Access** (ISPs) • Internet ...

www.buyerzone.com/services/index_pages/buyers_guides.html - 34k - Feb 3, 2004 - [Cached](#) -

[Similar pages](#)

Quality Leads Low Prices

Our great fresh leads deliver.

MLM, vacation, Mtg, Health etc

www.leadsales.net

Interest: [\[redacted\]](#)

DownloadFAST.com : Find, Try, and Buy Software FAST!

... to clean up **temporary** internet files, Trial, 198, 0.5, **Temporary** Internet Files ... QUOTE\$ 1.03 Designed to aid the **Sales** Professional **access**, Trial, 1556, ...

www.downloadfast.com/?cid=198&pltfm=WIN9x - 29k - [Cached](#) - [Similar pages](#)

Technology Marketing

Sales lead generation

Award winning marketing company, IE

www.tecbrand.com/

Interest: [\[redacted\]](#)

Alvarion BreezeNET SA 10 PRO 872402 - Find, Compare, and Buy at ...

Read Alvarion BreezeNET SA 10 PRO 872402 Reviews and Compare Alvarion BreezeNET SA 10 PRO 872402 Prices. Shopping.com helps shoppers find, compare, and buy ...

www.shopping.com/xPO-Alvarion_BreezeNET_SA_10_PRO_872402 - 44k - [Cached](#) - [Similar](#)

[pages](#)

Need Sales Leads?

SalesLead.TV - Leading List Broker

Free Quotes: 800-590-5323

www.saleslead.tv

Interest: [\[redacted\]](#)

health insurance sales leads[See your message here...](#)... health insurance small business **buy** health insurance ... **temporary** medical insurance**Temporary** Health Insurance ... insurance rate Arizona **Access** Medical Insurance ...www.healthpromotionnetwork.org/ health_insurance_sales_leads.htm - 45k - [Cached](#) - [Similar pages](#)**Newpark Resources, Inc. - Fact Sheet - Hoover's Online**... supplies prefab work platforms and **temporary access** roads (made of ... **Buy** Reports andBooks. ... Generate prospect lists, identify lucrative **sales leads**, and analyze ...www.hoovers.com/newpark-resources/--ID__11212--/ free-co-factsheet.xhtml - 33k - [Cached](#) - [Similar pages](#)

Goooooooooooooogle ►

Result Page: 1 [2](#) [3](#) [4](#) [5](#) [6](#) [7](#) [8](#) [9](#) [10](#) [Next](#)

buy temporary access to sales le

Google Search

[Search within results](#)Dissatisfied with your search results? [Help us improve.](#)Get the [Google Toolbar](#):[Google Home](#) - [Advertise with Us](#) - [Business Solutions](#) - [Services & Tools](#) - [Jobs, Press, & Help](#)

©2004 Google

[Advanced Search](#)[Preferences](#)[Language Tools](#)[Search Tips](#)

sale sales leads limited period

Google Search

[Web](#) - [Images](#) - [Groups](#) - [Directory](#) - [News](#)Searched the web for **sale sales leads limited period**.Results **1 - 10** of about **368,000**. Search took **0.41** seconds.

Discounts in Town

... All **Sales** - 27 matches. pg. 1 2 ... 12/01 until further notice, **Sale** On InfantwearGet Disney baby infantwear at 30% off. ... [At All **Leading** Showrooms]. ...www.fullhyderabad.com/scripts/discount_listings.php3?section=Discounts§ionTitle=All+Sales - 24k - Feb 3, 2004 - [Cached](#) - [Similar pages](#)

...: Leadbank Corporate ...

lead management **lead** management software **sale lead** management **lead** management systemcrm software crm solution **sales** management converting ...www.leadbank.co.uk/tour/1.htm - 10k - [Cached](#) - [Similar pages](#)

Selling your business? Advance planning is key - 1996-10-21 ...

... on as a consultant for a **limited period** of time ... to participate in a second **sale**of the ... Book of Lists | Reprints | Email Alerts | **Sales Leads** | Latest News ...www.bizjournals.com/charlotte/stories/1996/10/21/focus4.html?jst=s_rs_hl - 41k - [Cached](#) -[Similar pages](#)

Trinity Mirror - Sale of Belfast Telegraph Newspapers Limited

... BTNL is the **leading** newspaper publisher in Northern Ireland ... **Sale** of Belfast TelegraphNewspapers **Limited**. ... The Mirror and Sunday Mirror ABC **sales** continue to ...www.trinitymirror.com/

pressreleases/archive/content_objectid=11987080_method=full_siteid=73007_headline=-...

- 57k - [Cached](#) - [Similar pages](#)

Maruti leads the pack with 25% growth in Nov - The Economic Times

... Maruti **leads** the pack with 25% growth in Nov Add ... Passenger car **sales** recorded **sales**of 58,176 units this ... the passenger car segment recorded total **sale** of 5.97 ...economictimes.indiatimes.com/articleshow/345991.cms - 43k - [Cached](#) - [Similar pages](#)

Britain leads sale of weapons to poor - [Sunday Herald]

... Britain **leads** **sale** of weapons to poor. ... remains the world's biggest arms supplier with **sales** of £6bn. ... arms dealing, this time for allowing the **sale** of £800m ...www.sundayherald.com/37072 - 35k - [Cached](#) - [Similar pages](#)

Sprint Business: Lead Referral Program: Terms and Conditions

... Conditions - One Time Payment of 50% of **Sale**. ... relevant information including, but not **limited** to, customer ... a **Lead** Referral Payment on **Sales Leads** pursuant to ...www.sprintbiz.com/programs/lead_referral/extranet/terms.html - 16k - Feb 4, 2004 -[Cached](#) - [Similar pages](#)

Stuff On Sale >> About Us

... Stuff is brought to you by New Zealand's **leading** media company, Fairfax ... such cost-effectivereach and frequency on Stuff on **Sale**, Acmes **sal** s are always ...stuffonsale.co.nz/about.php - 18k - [Cached](#) - [Similar pages](#)

Construction Mailing List – construction sales leads, fax, email ...

... com is your number one source for construction **sales leads**, fax, email ... Average unit of **sal** \$40.00 ... and building management offers, these business **leads** are solid ...

Sponsored Links

Drive Lead Generation

New technology drives qualified sales leads w/ Names, Titles, Phone

www.MeridianDigitalMarketing.comInterest: [Interest](#)

LeadMasters

We set qualified executive-level appointments for B to B companies

www.leadmasters.comInterest: [Interest](#)

Sales: It's Who You Know

Access key decision makers, shorten sales cycles and increase revenues.

www.spoke.comInterest: [Interest](#)

Rock Bottom List Pricing

Don't pay more than you have to. Email, postal, phone & fax lists

www.BestPricedLists.comInterest: [Interest](#)

Need a list broker?

Prospects Influential will help you track down qualified prospects.

www.prospectsinfluential.comInterest: [Interest](#)

Sales Leads that work

Quality sales leads that work Cheap prices - no obligation quote!

www.martinworldwide.netInterest: [Interest](#)

Sales Leads for Less

Low Prices - 12.5 Million Companies Instantly Build & Download a List

www.biz-sales-leads.comInterest: [Interest](#)

Buy Sales Leads

Get fresh and targeted sales leads Lead generation directory

www.business.comInterest: [Interest](#)[See your message here...](#)

www.constructionlists.com/1024/category.aspx - 83k - Feb 4, 2004 - [Cached](#) - [Similar pages](#)

[Flash Data - Direct Marketing, Sales Leads, Mailing Lists and ...](#)

... Under This Warranty During the warranty **period**, the Company ... FITNESS FOR A PARTICULAR PURPOSE ARE **LIMITED** IN DURATION ... compile or decompile lists for **sal** in any ...

www.flashdata.com/copyright.html - 30k - [Cached](#) - [Similar pages](#)

Goooooooooooooogle ►

Result Page: 1 2 3 4 5 6 7 8 9 10 [Next](#)

sale sales leads limited period

Google Search

[Search within results](#)

Dissatisfied with your search results? [Help us improve.](#)

Get the [Google Toolbar](#):



[Google Home](#) - [Advertise with Us](#) - [Business Solutions](#) - [Services & Tools](#) - [Jobs, Press, & Help](#)

©2004 Google



[home](#) [about us](#) [ad products](#) [request info](#) [contact us](#)



Powered by LivePerson™

Success in the mail or on the phone is just clicks away!

Business Mailing Lists & Leads

With over 12 years experience selling direct mail and telemarketing leads, it's no wonder that Martin Worldwide is the #1 Specialty Sales Lead Provider! Choose from over 10 million businesses, selectable by Contact name, SIC code, Sales volume, Employee size, and geography just to name a few. Along with our years of experience in assisting businesses find the perfect prospect, Martin Worldwide not only takes the effort out of buying business to business leads but it offers the lowest prices. [Click here](#) to contact us now!

Consumer Lists & Leads

With over 165,000,000 Consumers available from Martin Worldwide it's easy to find your perfect prospect! Choose your Potential buyers with one of our many selections like age, gender, length of residence, income or select a prospect from one of the many interests or behavior/lifestyle categories. Finding the perfect prospect has never been easier and it's as simple as calling us today or submitting our online contact us form and within as little as 24 hours you can begin mailing or telemarketing your new prospect list. [Click here](#) now to find out how!

BRAND NEW MORTGAGE LISTS ARE HERE! Visit our mortgage leads section to read more about these exciting new files!

Email Leads & Online Advertising. With millions of permission granted opt-in email lists for both businesses and consumers click the link below and we'll take you to our online advertising site. This site offers one of the largest and most comprehensive opt-in email databases and will answer all your questions about online marketing. [Click here](#) now to find out how!

Martin Worldwide also specializes in:

- Telemarketing leads
- Response lists

Consumer Leads

Business Leads

Mortgage Leads

Insurance Leads

Response Leads

DO YOU E-COMMERCE?

Did you know that the fastest, most effective way to drive traffic to your web site is through Direct Mail? Earn more on the web through an effective, targeted mail piece! [Click here](#) to find out more, or call 888-788-LIST.

INTERESTED IN ONLINE

MARKETING? Do you have a great print advertising campaign? Are you interested in bringing that success to the exciting world of online marketing and E-commerce? [Click here](#) and turn your web site into a money maker instead of a company brochure.

© 2004 Martin Worldwide, Inc. All Rights Reserved.
4520 E. Thousand Oaks Blvd., Suite 100 • Westlake Village, CA 91362
toll-free phone: 888.788.LIST fax: 805.267.1923
email: salesdept@martinworldwide.net



[home](#) [about us](#) [lead products](#) [request info](#) [contact us](#)



Powered by LivePerson™

services: Consumer Leads

Martin Worldwide carries the most comprehensive consumer lead file in the nation!

Great Value! Super Low Prices!

Formats Available

This lead is a highly selectable database designed to be the least costly source available and is especially effective for very large mailings using bulk-rate postage. The target of this file is the bonafide homeowner without any targeting regarding credit or mortgage history.

ASCII Text
Excel 95/97
MS Word
DBaseIII
DBaseV
Fixed Layout
*Ask for more!

We highly suggest this file be used for mailings of postcards and "pull-a-parts" over one million units where postage cost has been greatly reduced.

Ideal for Mortgage Bankers, Insurance, Alarm Systems, Doctors, Neighborhood Marketing Programs, etc...

toll-free 888.788.LIST

Browse below for available lead products:

CONSUMER SERVICES

- About Consumer Services
- Online Consumers
- Opt-In Consumers

BUSINESS SERVICES

- Business to Business

MORTGAGE SERVICES

- About Mortgage Services
- Mortgage Masters
- VA/FHA
- ConsumerPlus
- TargetBase
- Mortgage Originator
- TargetBase
- Mortgage A to Z
- Equity Borrowers with Standing Rank
- Public Record Information File: Discharges/Enforcements
- Preferred A Prospects
- Millennium Response
- Median Standing Prospects

INSURANCE SERVICES

- About Insurance Services
- Sub-Standard or Preferred "A" Insurance Buyers
- Property & Auto Insurance Prospects
- Buyer Isolator Superfile

© 2004 Martin Worldwide, Inc. All Rights Reserved.
4520 E. Thousand Oaks Blvd., Suite 100 • Westlake Village, CA 91362
toll-free phone: 888.788.LIST fax: 805.267.1923
email: salesdept@martinworldwide.net